If you are using assistive technology to read this text, please first select EDIT > SELECT ALL .

| Hospital   |   | City / Town    | County  | Teaching Status [1]                           | Fiscal Year End                               | Number of Months Data      |                                 |
|--|---|----------------|---|---|---|----------------------------|---------------------------------|
| Lawrence General Hospital  |   | Lawrence       | Essex   | Nonteaching                                   | 09 / 30                                       | 12                         |                                 |
| Financial Performance<br>Indicators  | FY05  | FY06           | FY07  | FY08  | FY09  | MA Industry<br>Median FY09 | NorthEast US<br>Median FY08 [2] |
| Profitability Operating Margin Non-Operating Margin Total Margin Operating Surplus (Loss)                | -2.21%<br>0.90%<br>-1.31%                     | 1.11%<br>0.96% | 1.08%   | 0.87%<br>2.51%                                | 1.29%<br>0.04%<br>1.33%<br>\$2,231,000        | 1.9%<br>0.2%<br>2.2%       | 0.9%<br>0.07%<br>0.9%           |
| Total Surplus (Loss)   | (\$2,979,000)<br>(\$1,763,000)                |                | \$2,899,000<br>\$4,590,000                    | \$2,694,000                                   | \$2,231,000                                   |                            |                                 |
| <b>Liquidity</b> Current Ratio Days in Accounts Receivable Average Payment Period                        | 1.58<br>63.75<br>54.73                        | 54.96          | 46.61   | 48.55   | 1.99<br>45.47<br>46.24                        | 1.50<br>40<br>57           | 1.55<br>46.2<br>60.3            |
| Solvency/Capital Structure Debt Service Coverage (Total) [3] Cashflow to Total Debt [4] Equity Financing | 3.76<br>6.59%<br>61.04%                       | 19.54%         | 32.75%  | 27.75%  | 19.39<br>22.97%<br>66.51%                     | 3.0<br>20.4%<br>37.9%      | 2.7<br>12.5%<br>47.9%           |
| Other Total Net Assets Assets Whose Use is Limited Net Patient Service Revenue [5]                       | \$55,121,000<br>\$12,736,000<br>\$129,836,219 | \$13,881,000   | \$68,562,000<br>\$13,950,000<br>\$150,684,007 | \$70,738,000<br>\$12,211,000<br>\$158,922,640 | \$74,794,000<br>\$12,202,000<br>\$168,249,093 | <br><br>                   | <br>                            |

## FY09 filing based on hospital's audited financial statements

Data Sources: FY05 - FY09 data drawn from DHCFP annual filing and are reconciled to Audited Financial Statements or to hospitals supporting documentation. DHCFP filings may not reflect all financial resources available to a hospital -- for example, resources available through associations with foundations or parents/affiliates. Financial information should be interpreted within the context of other factors, including, but not limited to, management plans, reimbursement changes, market behavior, and other factors affecting performance. Comments: Hospitals may also submit comments which further explain or clarify specific data items. Any such disclosures are shown below.

- [1] According to the Medicare Payment Advisory Commission (MEDPAC), a major teaching hospital is one with at least 25 FTE residents per 100 inpatient beds.
  [2] NE US Median data from The "Almanac of Hospital Financial & Operating Indicators.", 2010 INGENIX.
  [3] Blank values indicate a facility with no current long term debt in the period covered.
  [4] Blank values indicate a facility with no long term debt net of current portion in the period covered.

- 5] Net Patient Service Revenue includes Premium Revenue.